

## Message Text

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17

ACTION COME-00

INFO OCT-01 NEA-09 ISO-00 EB-05 DODE-00 RSC-01 DRC-01 /017 W

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R 121027Z SEP 74

FM AMEMBASSY TEHRAN

TO SECSTATE WASHDC PRIORITY 8147

UNCLAS TEHRAN 7676

E.O. 11652: N/A

TAGS: BEXP, IN

SUBJ: PRODUCT OPPORTUNITY: MODULAR/PRE-FAB BUILDINGS

REF: A. ARMISH MAAG TEHRAN 251337Z B. TEHRAN 6727 C. STATE  
198636

1. EMBOFF SEPTEMBER 11 DISCUSSED IRANIAN INTERESTS IN PRE-FABRICATED HOUSING WITH GENERAL TOUFANIAN, VICE MINISTER OF WAR. TOUFANIAN INDICATED THAT ALTHOUGH IRAN WAS PURCHASING 11 PREFABRICATED HOUSING FACTORIES FROM USSR, GOI WAS STILL INTERESTED IN DOING BUSINESS WITH AMERICAN FIRMS. CONTRACT FOR GRUMMAN EMPLOYEE HOUSING HAD BEEN AWARDED TO IRANIAN FIRM, RASHIDIAN. IT WAS POSSIBLE THAT RASHIDIAN WOULD WISH TO TAKE AMERICAN HOUSING FIRM AS PARTNER. TOUFANIAN EMPHASIZED THAT IF US FIRMS WISH TO DO BUSINESS THEY SHOULD ENTER INTO ARRANGEMENT WITH IRANIAN FRIMS.

2. FOLLOWING INFORMATION KEYED TO QUESTIONS PARA 3 REF C (A)  
TOUFANIAN SAID CONSTRUCTION FOR SEPARATE COMMUNITIES WOULD INVOLVE CHURCHES, STORES, SCHOOLS AND OTHER COMMUNITY SERVICES. HE WOULD EXPECT CONTRACTOR TO BUILD THESE.  
(B) HOMES WOULD PROBABLY BE FURNISHED WITH LOCALLY-MANUFACTURED PRODUCTS.  
(C) HOUSEHOLD APPLIANCE WOULD ALSO BE MANUFACTURED LOCALLY. TOUFANIAN STRESSED THAT WHERE POSSIBLE GOI WISHED TO UTILIZE LOCAL MANUFACTURING CAPABILITIES.  
(D) DESIGN AND ENGINEERING WORK WOULD PROBABLY BE ASSIGNED TO IRANIAN FIRMS BUT THERE WOULD CERTAINLY BE OPPORTUNITY FOR US FIRMS TO WORK IN COLLABORATION WITH THEM.

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3. TOUFANIAN EXPRESSED KEEN INTEREST IN DISCUSSING HOUSING WITH US

FIRMS BUT EMPHASIZED THAT THEIR PRESENTATION MUST BE "FAST AND ECONOMICAL." HE SAID THAT THERE WOULD BE OPPORTUNITIES FOR HOUSING CONSTRUCTION IN TEHRAN, ISFAHAN, SHIRAZ AND OTHER CENTERS WHERE GOI WILL UNDERTAKE LARGE SCALE DEFENSE PROJECTS.

4. REFTELS A AND B REFER TO SAME OPPORTUNITY.  
HELMS

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NNN

## Message Attributes

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